

GONDENSED-BINCOMESSUMMARY STJÄANS S	CONDENSED INCOMESSIMMARY	Personal Arking St.	MARTER MAR	SCHOOL VICTOR	TOTAL DESIGNATION	COMMANDED	Second at men	PARTITION AND	Mark Attendance with the	VIII CONTRACTOR	ZOGE CACCET STATE	-	STORE CONTROL	SPARIENTALES
SALES DEDUCTIONS (25,008) (25,148) (27,168) (33,886) (27,480) (27,481) (27,481) (27,481) (27,481) (32,616) (65,620) (34,266) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (25,617) (33,386) (37,482) (38,617) (38,618) (37,482) (38,618) (37,482) (38,618) (37,482) (38,618) (37,482) (38,618) (37,482) (38,618) (37,482) (38,618) (38,618) (37,482) (38,618) (38,618) (37,482) (38,618) (38,618) (37,482) (38,618) (
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COST OF PRODUCT SOLD 988,899 1,186,999 1,187,892 1,207,650 1,179,424 1,113,509 1,172,275 1,172,201 0,079,196 1,195,489 956,740 938,234 13,355,469 PRODUCT MARGIN 777,699 387,443 916,946 994,139 956,834 968,897 994,891 1,002,960 946,414 1,009,122 515,256 806,073 11,128,80 PROD MARGIN PERCENT 44,0% 44,1% 44,2% 44,2% 44,5% 44,8% 44,5% 45,5% 45,9% 46,0% 46,7% 45,8% 46,0% 46,3% 46,5% 46,5% 46,0% 46,7% 45,8% 46,0% 46,3% 46,5% 46,5% 46,0% 46,7% 45,8% 46,0% 46,3% 46,5% 46,5% 46,0% 46,7% 45,8% 46,0% 46,3% 46,5% 46,5% 46,0% 46,7% 45,8% 46,0% 46,3% 46,5% 46,5% 46,0% 46,7% 45,8% 46,0% 46,3% 46,5% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 45,8% 46,0% 46,7% 46,5% 46,0% 46,7% 46,0% 46,7% 46,047 46,														
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SELLING PRICE MINUS COST 0.582 0.512 0.522 0.521 0.511 0.525 0.555 0.529 0.569 0.555 0.558 0.543 0.539														
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NET SALES 2,146,239 1,784,628				2,155,853				2,352,853	2,269,570	2,312,915	2,409,104	1,916,106	1,899,917	25,753,684
COST OF PRODUCT SOLD	SALES DEDUCTIONS	(28,555)					(21,908)	(37,269)	(45,291)	(24,837)	(26,424)	(117,875)	(33,638)	(515,032)
FRODUCT MARGIN 1,000,200 811,007 983,147 899,133 951,715 977,338 1,400,267 944,777 4,106,715 1,058,690 750,333 338,685 11,222,068 FROD MARGIN PERCENT 47,678 45,574 45,574 45,574 45,574 44,574 44,574 44,575 44,	NET SALES'.	2,164,539					2,201,765	2.315,584	2,224,278	2,288,079	2,382,680	1,798,231	1,866,279	25,238,652
PROD MARKIN PERCENT 47.5% 45.5% 45.5% 45.3% 45.3% 45.0% 45.0% 44.9	COST OF PRODUCT SOLD	1,134,339	973,759	1,151,517	1,085,961	1,160,918	1,224,428	1,275,317	1,239,502	1,271,363	1,323,000	1,047,899	1,027,584	13,915,587
TOTHE COST OF SALES 477,059 455,646 486,948 466,548 477,318 510,346 546,540 510,050 505,254 555,237 469,566 512,299 5,975,899 TOTAL COST OF SALES 1,611,398 1,429,405 1,858,448 1,552,509 1,539,524 1,749,747 1,749,751	PRODUCT MARGIN	1,030,200	811,067	963,147	899,133	951,715	977,338	1,040,267	984,777	1.016,715	1,059,680	750,333	838,695	11,323,066
TOTAL COST OF SALES	PROD MARGIN PERCENT	47.6%	45.4%	45.5%	45.3%	45.0%	44.4%	44.9%	44.3%	44.4%	44.5%	41.7%	44.9%	44.9%
GROSS PROFIT 553,141 355,420 478,178 432,858 474,397 468,992 490,779 474,727 511,461 504,383 280,787 326,396 5,347,165 GROSS PROFIT PERCENT 25.6% 19.9% 22.5% 21.8% 22.5% 21.2% 21.3% 22.4% 21.3% 22.4% 21.2% 11.56% 17.5% 17.5% 21.2% SALES & ADMIN EXPENSE 443,478 363,128 402,279 405,585 402,277 402,151 439,559 414,934 473,377 48,686 345,681 362,763 4,942,663 INTEREST EXPENSE 45,012 46,206 39,151 36,574 37,922 36,306 43,047 35,304 40,854 37,688 39,462 37,048 473,557 10.000 10.0	OTHER COST OF SALES	477,059	455,646	486,968	466,548	477,318	510,346	549,548	510,050	505,254	555,297	469,566	512,299	5,975,899
GROSS PROCEIT PERCENT 25.8% 19.9% 22.5% 21.8% 22.5% 21.2% 21.2% 21.3% 22.4% 21.2% 15.6% 17.5% 21.2% 21.2% 21.3% 22.4% 15.6% 17.5% 21.2% 21.2% 21.3% 22.4% 21.3% 21.2% 15.6% 17.5% 21.2% 21.2% 21.3% 21.3% 22.4% 27.2% 21.3% 21.2% 21.3% 21.2% 21.3% 21.2% 21.2% 21.2% 21.3% 21.2% 21	TOTAL COST OF SALES	1,611,398	1,429,405	1,638,486	1,552,509	1,638,237	1,734,774	1.824,865	1,749,551	1,776,618	1,878,297	1,517.464	1,539,882	19,891,486
SALES ADMIN DOPENSE 443,478 383,128 402,979 405,585 402,277 400,215 439,559 414,934 473,377 488,686 345,881 362,763 4,942,663 INTEREST EXPENSE 45,012 46,206 38,151 36,674 37,922 36,308 43,047 35,044 40,654 37,668 394,62 37,048 473,534 OPERATING PROFIT 94,651 (73,914) 35,048 (9,674) 34,198 30,471 3,113 24,488 (2,771) (1,671) (104,376) (73,414) (79,057) OTHER INCOME / (EXPENSE) (2,621) 8,694 (692) 12,097 1,187 5,333 (370) (2,621) 5,165 5,153 (2,511) 22,422 51,067 PROFIT SEPGNE TAX 62,030 (662,20) 34,196 2,413 55,385 36,804 7,743 2,1867 2,395 3,322 (106,887) (50,932) (17,944) PERCENT TO NET SALES 2,9% 3,7% 1,6% 0.1% 0.1% 1,7% 1,6% 0.3% 1,0% 0.1% 0.1% 5,59% 2,7% 0.1% CREDITION NET SALES 2,9% 3,7% 1,6% 0.1% 1,7% 1,7% 1,7% 1,7% 1,7% 1,7% 1,7% 1,	GROSS PROFIT	553,141	355,420	476,178	432,585	474.397	466,992	. 490,719	474,727	511,461	504,383	280,767	326,396	5,347,166
INTEREST EXPENSE 45.012 45.206 38,151 35.6674 37,922 36,306 43,047 55,304 40,854 37,568 39.462 37,048 473,554 OPERATING PROFIT 64,651 (73,914) 35,048 (9,674) 34,198 30,471 8,113 24,488 (2,777) (104,376) (73,414) (59,057) OTHER INCOME / EXPENSE) (2,621) 8,694 (632) 12,067 1,167 5,333 (370) (2,521) 5,165 5,153 (2,511) 22,422 51,067 PROFIT BEFORE TAX 62,030 (65,220) 34,196 2,413 35,365 35,804 7,743 21,867 2,395 3,282 (106,887) (50,992) (17,994) PERCENT TO NET SALES 2,9% 3,7% 1,6% 0.1% 1,7% 1,7% 1,7% 1,7% 1,7% 1,7% 1,7% 1,	GROSS PROFIT PERCENT	25.6%	19.9%	22.5%	21.8%	22.5%	21.2%	21.2%	21.3%	22.4%	21.2%	15.6%	17.5%	21.2%
OPERATING PROFIT 64,651 (73,914) 35,048 (9,674) 34,198 30,471 8,113 24,488 (2,777) (1,871) (104,376) (104,376) (73,414) (69,051) OTHER INCOME (EXPENSE) (2,621) 8,694 (682) 1,12067 1,187 5,333 (370) (2,521) 5,165 5,153 3,282 (106,887) (69,092) (7,1944) PERCENT TO NET SALES 2,9% 3,7% 1,8% 0,1% 1,8% 0,1% 1,7% 1,6% 0,3% 1,0% 0,1% 0,	SALES & ADMIN EXPENSE	443,478	383,128	402,979	405,585	402,277	400,215	439,559	414,934	473,377	468,686	345,681	362,763	4,942,663
OTHER INCOME / (EXPENSE)	INTEREST EXPENSE	45,012	46,206	38,151	36,674	37,922	36,306	43,047	35,304	40,854	37,568	39,462	37,048	473,554
PROFIT BEFORE TAX 62,030 (65,220) 34,196 2,413 35,385 35,864 7,743 21,857 2,395 3,282 (105,887) (50,992) (17,984) PERCENT YO NET SALES 29% 3.7% 1.6% 0.1% 1.7% 1.6% 0.0% 1.0% 0.1% 5.9% 2.7% 0.1% EABORY AND PRODUCION STATISTUCKS. WORK DAYS WORK DAYS 22 20 21 21 21 21 22 21 21 22 21 21 23 18 20 251 WAREHOUSE EMPLOYEES 68 73 72 71 71 71 73 75 77 74 76 79 78 74 OFFICE EMPLOYEES 50 51 51 50 51 52 53 53 55 56 55 56 55 58 53 OUTSIDE SALES EMPLOYEES 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	OPERATING PROFIT	64,651	(73,914)	35,048	(9,674)	34,198	30.471	8,113	24,488	(2,771)	(1,871)	(104,376)	(73,414)	(69,051)
PERCENT TO NET SALES 2.9% 3.7% 1.6% 0.1% 1.7% 1.6% 0.3% 1.0% 0.1% 0.1% 5.9% 2.7% -0.1% 5.800 1.0% 0.1% 5.9% 2.7% -0.1% 5.800 1.0% 0.1% 5.9% 2.7% -0.1% 5.800 1.0% 0.1% 5.9% 2.7% -0.1% 5.800 1.0% 0.1% 5.9% 2.7% -0.1% 5.800 1.0% 0.1% 5.0% 0.1% 5.0% 0.1% 5.9% 2.7% -0.1% 5.800 1.0% 0.1% 5.0% 5.0% 0.1% 5.0% 0.1% 5.0% 0.1% 5.0% 5.0% 0.1% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0	OTHER INCOME/(EXPENSE)	(2,621)	8,694	(852)	12,087	1,187	5,333	(370)	(2,621)	5,165	5,153	(2,511)	22,422	51,067
WORK DAYS 22 20 21 21 21 22 21 21 22 21 21 23 18 20 251	PROFIT BEFORE TAX	62,030		34,196			35,804	7,743	21,867	2,395	3,282	(106,887)	(50,992)	(17,984)
WORK DAYS 22	PERCENT TO NET SALES	2.9%	-3.7%	1.6%	0.1%	1.7%	1.6%	0.3%	1.0%	0.1%	0.1%	-5.9%	-2.7%	-0.1%
WAREHOUSE EMPLOYEES 68 73 72 71 71 73 75 77 74 76 79 78 74 OFFICE EMPLOYEES 50 51 51 50 50 51 52 53 53 55 56 56 56 58 53 OUTSIDE SALES EMPLOYEES 2 2 2 2 2 2 1 1 2 OFFICE EMPLOYEES (CORP.) 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	LABORVANDEPRODUCTION STATIS	JUG570	是可以表现的	第10世纪	別的新精製的	设态编制 		巴拉特斯斯	的形成形式	SINFI WEST	SHEW SHEET	ENGLISHED	MANUFACTURE OF THE PARTY OF THE	派的组织规定
OFFICE EMPLOYEES 50 51 51 50 51 52 53 53 55 56 56 58 58 53 OUTSIDE SALES EMPLOYEES 2 2 2 2 2 2 2 2 1 2 2 2 2 2 2 1 2 2 2 2 2 2 1 2 2 2 2 2 2 2 1 2	WORK DAYS	22	20	21	21	21	21	22	21	21	23	18	20	251
OUTSIDE SALES EMPLOYEES 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	WAREHOUSE EMPLOYEES	68	73 .	72	71	71	73	75	77	74	76	79	78	74
OFFICE EMPLOYEES (CORP.) 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	OFFICE EMPLOYEES	50	51	51	50	51	_ 52	53	53	55	56	56	58	53
TOTAL POPULATION 129 135 134 132 133 135 139 141 140 143 146 146 138 TOTAL HOURS WORKED - HRLY 10,420 9,649 10,816 9,761 9,974 10,846 11,355 10,620 10,759 11,311 9,480 10,002 124,992 OVERTIME HRS WORKED-HRLY 310 256 281 165 322 442 342 402 330 341 196 208 3,593 POUNDS SHIPPED 1,507,975 1,317,679 1,567,355 1,519,457 1,552,911 1,666,386 1,724,774 1,662,867 1,662,246 1,765,789 1,369,707 1,322,700 18,639,846 POUNDS SHIPPED 1,000 WKD 144.7 136.6 144.9 155.7 155.7 153.6 151.9 156.6 154.5 156.1 144.5 132.2 149,1 POUNDS SHIPPED / WORKDAY 68,544 55,884 74,636 72,355 73,948 79,352 78,399 79,184 79,155 76,773 76,095 66,135 74,262 AVERAGE SALES / WORKDAY 98,388 89,241 100,698 94,528 100,602 104,846 105,254 105,918 108,956 103,595 99,02 93,314 100,552 AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,669 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,846 0,860 0,880 0,837 SELLING PRICE MINUS COST 0,604 0,530 0,526 0,509 0,518 0,493 0,506 0,510 0,531 0,503 0,453 0,521 0,517 AVERAGE ST. HOURLY RATE 9,650 9,651 9,667 9,828 9,855 9,742 9,662 9,705 9,779 9,778 9,779 9,224 9,740 1NCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,149,889 2,085,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,678,401 NCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,149,889 2,085,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,678,401 NCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,149,889 2,085,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,678,401		2	2	2	2	2	1	2	2	2	2	2	1	2
TOTAL HOURS WORKED - HRLY 10,420 9,649 10,816 9,761 9,974 10,846 11,355 10,620 10,759 11,311 9,480. 10,002 124,992 OVERTIME HRS WORKED-HRLY 310 256 281 165 322 442 342 402 330 341 196 208 3,593 POUNDS SHIPPED 1,507,975 1,317,679 1,567,355 1,519,457 1,552,911 1,666,386 1,724,774 1,662,867 1,662,246 1,765,769 1,369,707 1,322,700 18,639,846 POUNDS SHIPPED / HOUR WHO 144.7 136.6 144.9 155.7 155.7 153.6 151.9 156.6 154.5 156.1 144.5 132.2 149,1 POUNDS SHIPPED / WORKDAY 86,544 55,884 74,636 72,355 73,948 79,352 78,399 79,184 79,155 76,773 76,095 66,135 74,262 AVERAGE SALES / WORKDAY 98,388 89,241 100,698 94,528 100,602 104,846 105,254 105,918 108,956 103,595 99,902 93,314 100,552 AVG PROD MARGIN / WORKDAY 46,827 40,553 45,864 42,816 45,320 46,540 47,285 46,894 48,415 46,073 41,685 41,935 45,112 AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,789 182,528 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1,435 1,355 1,349 1,306 1,360 1,321 1,343 1,338 1,376 1,349 1,313 1,411 1,354 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,860 0,890 0,837 SELLING PRICE MINUS COST 0,604 0,530 0,526 0,509 0,518 0,493 0,506 0,510 0,531 0,503 0,453 0,521 0,517 AVERAGE ST. HOURLY RATE 9,650 9,651 9,667 9,828 9,855 9,742 9,662 9,705 9,779 9,778 9,777 9,824 9,740 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,678,401	OFFICE EMPLOYEES (CORP.)							-		9	9	9	9	9
OVERTIME HRS WORKED-HRLY 310 256 281 165 322 442 342 402 330 341 196 208 3,593 POUNDS SHIPPED 1,507,975 1,317,679 1,567,355 1,519,457 1,552,911 1,666,386 1,724,774 1,662,867 1,662,246 1,765,789 1,369,707 1,322,700 18,639,846 POUNDS SHIPPED / HOUR WKD 144.7 136.6 144.9 155.7 155.7 153.6 151.9 156.6 154.5 156.1 144.5 132.2 149.1 POUNDS SHIPPED / WORKDAY 68,544 65,884 74,636 72,355 73,948 79,352 78,399 79,184 79,155 76,773 76,095 66,135 74,262 AVERAGE SALES / WORKDAY 98,388 89,241 100,698 94,528 100,6002 104,846 105,254 105,918 108,956 103,595 99,902 93,314 100,552 AVG PROD MARGIN / WORKDAY 46,827 40,553 45,864 42,816 45,320 46,540 47,285 46,894 48,415 46,073 41,685 41,935 45,112 AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1,435 1,355 1,349 1,306 1,360 1,321 1,343 1,338 1,376 1,349 1,313 1,411 1,354 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,860 0,890 0,837 SELLING PRICE MINUS COST 0,604 0,530 0,526 0,509 0,518 0,493 0,506 0,510 0,531 0,503 0,453 0,521 0,511 NCOMING ORDERS 5,444,471 2,072,658 2,149,835 2,184,889 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	TOTAL POPULATION	129	. 135	134	132	133	135	139	141	140	143	146	146	138
POUNDS SHIPPED	TOTAL HOURS WORKED - HRLY	10,420	9,649	10,816	9,761	9,974	10,846	11,355	10,620	10,759	11,311	9,480.	10,002	124,992
POUNDS SHIPPED / HOUR WKD 144.7 136.6 144.9 155.7 155.7 153.6 151.9 156.6 154.5 156.1 144.5 132.2 149.1 POUNDS SHIPPED / WORKDAY 68.544 65.884 74.636 72.355 73.948 79.352 78.399 79.184 79.155 76.773 76.095 66.135 74.262 AVERAGE SALES / WORKDAY 98.388 89.241 100.698 94.528 100.602 104.846 105.254 105.918 108.956 103.595 99.902 93.314 100.552 AVG PROD MARGIN / WORKDAY 46.827 40.553 45.864 42.816 45.320 46.540 47.285 46.894 48.415 46.073 41.685 41.935 45.112 AVERAGE SALES / EMPLOYEE 16.779 13.221 15.781 15.039 15.884 16.309 16.659 15.775 16.343 16.662 12.317 12.783 182.628 AVG PROD MARGIN / EMPLOYEE 7.986 6.008 7.188 6.812 7.156 7.240 7.484 6.984 7.262 7.410 5.139 5.744 81.934 AVG SELLING PRICE / POUND 1.435 1.355 1.349 1.306 1.360 1.321 1.343 1.338 1.376 1.349 1.313 1.411 1.354 AVERAGE COST / POUND 0.831 0.825 0.823 0.797 0.842 0.828 0.837 0.828 0.845 0.846 0.860 0.890 0.837 AVERAGE S.T. HOURLY RATE 9.650 9.651 9.667 9.828 9.855 9.742 9.662 9.705 9.779 9.778 9.797 9.824 9.740 INCOMING ORDERS 6.470 5.695 6.243 6.467 6.357 6.551 6.816 6.134 6.619 7.214 5.653 5.611 75.830 INCOMING ORDERS - VALUE 2.444.471 2.072.658 2.149.835 2.184.989 2.095.964 2.372.717 2.375.162 2.276.887 2.455.580 2.571.024 1.996.784 1.882.330 26.878.401	OVERTIME HRS WORKED-HRLY	310	256	281	165		442	342	402	330	341	196	. 208	3,593
POUNDS SHIPPED / WORKDAY 68,544 65,684 74,636 72,355 73,948 79,352 78,399 79,184 79,155 76,773 76,095 66,135 74,262 AVERAGE SALES / WORKDAY 98,388 89,241 100,698 94,528 100,602 104,846 105,254 105,918 108,956 103,595 99,902 93,314 100,552 AVG PROD MARGIN / WORKDAY 46,827 40,553 45,864 42,816 45,320 46,540 47,285 46,894 48,415 46,073 41,685 41,935 45,112 AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1,435 1,355 1,349 1,306 1,360 1,321 1,343 1,338 1,376 1,349 1,313 1,411 1,354 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,860 0,890 0,837 AVERAGE S.T. HOURLY RATE 9,650 9,651 9,667 9,828 9,855 9,742 9,662 9,705 9,779 9,778 9,797 9,824 9,740 INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	POUNDS SHIPPED	1,507,975	1,317,679	1,567,355	1,519,457	1,552,911	1,666,386	1,724,774	1,662,867	1,662,246	1,765,789	1,369,707	1,322,700	18,639,846
AVERAGE SALES / WORKDAY 98,388 89,241 100,698 94,528 100,602 104,846 105,254 105,918 108,956 103,595 99,902 93,314 100,552 AVG PROD MARGIN / WORKDAY 46,827 40,553 45,864 42,816 45,320 46,540 47,285 46,894 48,415 46,073 41,685 41,935 45,112 AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1.435 1.355 1.349 1.306 1.360 1.321 1.343 1.338 1.376 1.349 1.313 1.411 1.354 AVERAGE COST / POUND 0.831 0.825 0.823 0.797 0.842 0.828 0.837 0.828 0.845 0.846 0.860 0.890 0.837 SELLING PRICE MINUS COST 0.604 0.530 0.526 0.509 0.518 0.493 0.506 0.510 0.531 0.503 0.453 0.521 0.517 AVERAGE S.T. HOURLY RATE 9.650 9.651 9.667 9.828 9.855 9.742 9.662 9.705 9.779 9.778 9.797 9.824 9.740 INCOMING ORDERS BOOKED	POUNDS SHIPPED / HOUR WKD	144.7	136.6	144.9	155.7	155.7	153.6	151.9	156.6	154.5	156.1	144.5	132.2	149.1
AVG PROD MARGIN / WORKDAY 46,827 40,553 45,864 42,816 45,320 46,540 47,285 46,894 48,415 46,073 41,685 41,935 45,112 AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1,435 1,355 1,349 1,306 1,360 1,321 1,343 1,338 1,376 1,349 1,313 1,411 1,354 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,860 0,890 0,837 SELLING PRICE MINUS COST 0,604 0,530 0,526 0,509 0,518 0,493 0,506 0,510 0,531 0,503 0,453 0,521 0,517 AVERAGE S.T. HOURLY RATE 9,650 9,651 9,667 9,828 9,855 9,742 9,662 9,705 9,779 9,778 9,797 9,824 9,740 INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	POUNDS SHIPPED / WORKDAY	68,544	65,884	74,636	72,355	73,948	79,352	78,399	79,184	79,155	76,773	76,095	66,135	74,262
AVERAGE SALES / EMPLOYEE 16,779 13,221 15,781 15,039 15,884 16,309 16,659 15,775 16,343 16,662 12,317 12,783 182,628 AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1,435 1,355 1,349 1,306 1,360 1,321 1,343 1,338 1,376 1,349 1,313 1,411 1,354 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,860 0,890 0,837 SELLING PRICE MINUS COST 0,604 0,530 0,526 0,509 0,518 0,493 0,506 0,510 0,531 0,503 0,453 0,521 0,517 AVERAGE S.T. HOURLY RATE 9,650 9,651 9,667 9,828 9,855 9,742 9,662 9,705 9,779 9,778 9,797 9,824 9,740 INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	AVERAGE SALES / WORKDAY	98,388	89,241	100,698	94,528	100,602	104,846	105,254	105,918	108,956	103,595	99,902	93,314	100,552
AVG PROD MARGIN / EMPLOYEE 7,986 6,008 7,188 6,812 7,156 7,240 7,484 6,984 7,262 7,410 5,139 5,744 81,934 AVG SELLING PRICE / POUND 1,435 1,355 1,349 1,306 1,360 1,321 1,343 1,338 1,376 1,349 1,313 1,411 1,354 AVERAGE COST / POUND 0,831 0,825 0,823 0,797 0,842 0,828 0,837 0,828 0,845 0,846 0,860 0,890 0,837 SELLING PRICE MINUS COST 0,604 0,530 0,526 0,509 0,518 0,493 0,506 0,510 0,531 0,503 0,453 0,521 0,517 AVERAGE S.T. HOURLY RATE 9,650 9,651 9,667 9,828 9,855 9,742 9,662 9,705 9,779 9,778 9,797 9,824 9,740 NEW/ORDERS/BOOKED 1,000 1	AVG PROD MARGIN / WORKDAY	46,827	40,553	45,864	42,816	45,320	46,540	47,285	46,894	48,415	46,073	41,685	41,935	45,112
AVG SELLING PRICE / POUND 1.435 1.355 1.349 1.306 1.360 1.321 1.343 1.338 1.376 1.349 1.313 1.411 1.354 AVERAGE COST / POUND 0.831 0.825 0.823 0.797 0.842 0.828 0.837 0.828 0.845 0.846 0.860 0.890 0.837 SELLING PRICE MINUS COST 0.604 0.530 0.526 0.509 0.518 0.493 0.506 0.510 0.531 0.503 0.453 0.521 0.517 AVERAGE S.T. HOURLY RATE 9.650 9.651 9.667 9.828 9.855 9.742 9.662 9.705 9.779 9.778 9.797 9.824 9.740 NEW/ORDERS/BOOKED 1.000 0.000	AVERAGE SALES / EMPLOYEE	16,779	13,221	15,781	15,039	15,884	16,309	16,659	15,775	16,343	16,662	12,317	12,783	182,628
AVERAGE COST / POUND 0.831 0.825 0.823 0.797 0.842 0.828 0.837 0.828 0.845 0.846 0.860 0.890 0.837 SELLING PRICE MINUS COST 0.604 0.530 0.526 0.509 0.518 0.493 0.506 0.510 0.531 0.503 0.453 0.521 0.517 AVERAGE S.T. HOURLY RATE 9.650 9.651 9.667 9.828 9.855 9.742 9.662 9.705 9.779 9.778 9.797 9.824 9.740 NEW/ORDERS/BOOKED 1.000 0	AVG PROD MARGIN / EMPLOYEE	7,986	6,008	7,188	6,812	7,156	7,240	7,484	6.984	7,262	7,410	5,139	5,744	81,934
SELLING PRICE MINUS COST 0.604 0.530 0.526 0.509 0.518 0.493 0.506 0.510 0.531 0.503 0.453 0.521 0.517 AVERAGE S.T. HOURLY RATE 9.650 9.651 9.667 9.828 9.855 9.742 9.662 9.705 9.779 9.778 9.797 9.824 9.740 INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	AVG SELLING PRICE / POUND	1,435	1.355	1.349	1.306	1.360	1.321	1.343	1.338	1.376	1.349	1.313	1.411	1.354
AVERAGE S.T. HOURLY RATE 9.650 9.651 9.667 9.828 9.855 9.742 9.662 9.705 9.779 9.778 9.797 9.824 9.740 NEW ORDERS BOOKED: INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	AVERAGE COST / POUND	0.831	0.825	0.823	0.797	0.842	0.828	0.837	0.828	0.845	0.846	0.860	0.890	0.837
NEW ORDERS BOOKED NCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 1NCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	SELLING PRICE MINUS COST	0.604	0.530	0.526	0.509	0.518	0.493	0.506	0.510	0.531	0.503	0.453	0.521	0.517
INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	AVERAGE S.T. HOURLY RATE	9.650	9.651	9.667	9.828	9.855	9.742	9.662	9.705		9.778	9.797	9.824	9.740
INCOMING ORDERS 6,470 5,695 6,243 6,467 6,357 6,551 6,816 6,134 6,619 7,214 5,653 5,611 75,830 INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	NEW ORDERS BOOKED	有限的的特殊性	NEO TO STATE	所统制的		(10) (10) (10)		is named		的理解的性			加 出。 1000	
INCOMING ORDERS - VALUE 2,444,471 2,072,658 2,149,835 2,184,989 2,095,964 2,372,717 2,375,162 2,276,887 2,455,580 2,571,024 1,996,784 1,882,330 26,878,401	INCOMING ORDERS	6,470	5,695	6,243	6,467	6,357	6,551	6,816	6,134	6,619	7,214	5,653		
AVERAGE ORDER VALUE 378 .364 344 338 330 362 348 371 371 356 353 335 354		2,444,471	2,072,658	2,149,835	2,184,989	2,095,964	2,372,717	2,375,162	2,276,887	2,455,580	2,571,024	1,996,784	1,882,330	26,878,401
	AVERAGE ORDER VALUE	378	. 364	344	338	330	362	348	371	371	356	353	335	354

CONDENSED INCOME SUMMARY	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL
GROSS SALES	2.170.924	2.233.901	3.017.242	2.866.913	2.805.232	2.845.427	2.801.515	3,246,461	2,916,455	2.733,806	2.644.883	2,637,580	32,920,339
SALES DEDUCTIONS	(38,384)	(43,331)	(39,695)	(70,367)	(54,076)	(46,112)		(64,562)		(49,360)	(67,639)	(89,815)	(657,566)
NET SALES	2.132.540	2,190,570	2.977.547	2.796.545	2.751.157	2.799.315	2.754.326	3.181.899	2.869,419	2.684.446	2,577,244	2.547.765	32,262,773
COST OF PRODUCT SOLD	1,182,452	1,220,877	1,644,858	1,536,245	1.507.502	1,530,385	1,536,786	1,799,509	1,631,723	1,517,828	1,440,820	1,439,403	17,988,388
PRODUCT MARGIN	950.088	969.692	1,332,589	1,260,301	1,243,655	1,268,930	1.217.540	1.382.390	1,237,696	1,166,619	1,136,424	1,108,361	14,274,385
PROD MARGIN PERCENT	44.5%	44.3%	44.8%	45.1%	45.2%	45.3%	44.2%	43.4%	43.1%	43.5%	44.1%	43.5%	44.2%
OTHER COST OF SALES	480.244	506,710	578.225	578,356	562,143	622,691	563,150	595,757	575.633	590,681	586,157	570,644	6.810.391
TOTAL COST OF SALES	1,662,696	1,727,588	2.223.083	2,114,601	2.069.644	2.153.077	2.099.935	2.395,266	2.207.356	2,108,509	2.026,977	2.010.047	24,798,778
GROSS PROFIT	469,843	462,982	754,465	681,945	681,512	646,239	654,391	786,633	662,063	575,937	550,267	537,718	7,463,994
GROSS PROFIT PERCENT	22.0%	21.1%	25.3%	24.4%	24.8%	23.1%	23.8%	24.7%	23.1%	21.5%	21,4%	21.1%	23.1%
SALES & ADMIN EXPENSE	444,472	415,937	497,369	474,281	473,026	517,859	528,320	529,497	494,304	465,410	459.755	439,295	5,739,526
INTEREST EXPENSE	39,296	39,558	39,488	39,440	38,815	38,664	40,595	42,709	42.604	41,686	41,549	41,827	486.328
OPERATING PROFIT	(13,924)	7,487	217,607	168,224	169,671	89,716	85,476	214,427	125,155	68,842	48,863	56,596	1,238,140
OTHER INCOME / (EXPENSE)	9,437	323	(16,999)	(18,371)	(32,911)	(15,414)	(2.974)	(42,768)	(8,127)	(2.376)	(5,579)	(4,095)	(139,853)
PROFIT BEFORE TAX	(4,487)	7,810	200,609	149,853	136,760	74,302	82,502	171,659	117,028	66,466	43,284	52,501	1,098,287
PERCENT TO NET SALES	-0.2%	0.4%	6.7%	5.4%	5.0%	2.7%	3.0%	5.4%	4.1%	2.5%	1.7%	2.1%	3.4%
LABOR AND PRODUCTION STATIS	TICS			:		<u> </u>			·		l		
WORK DAYS	21	20	23	21	20	22	21	22	21	21	20	20	252
WAREHOUSE EMPLOYEES	76	78	82	81	85	86	92	91	84	86	90	90	85
OFFICE EMPLOYEES	56	55 .	56	58	59	61	64	62	62	62	60	59	60
OUTSIDE SALES EMPLOYEES	2	2	2	2	2	2	2	2	2	2	2	2	2
OFFICE EMPLOYEES (CORP.)	9	9	9	9	9	9	9	9	9	9	9	9	9
TOTAL POPULATION	143	144	149	150	155	158	167	164	157	159	161	160	156
TOTAL HOURS WORKED - HRLY	10,626	10,166	12,913	12,010	11,392	13,239	12,883	13,220	12.348	12,505	12,303	11,627	145,231
OVERTIME HRS WORKED-HRLY	255	334	653	779	623	682	494	696	534	851	540	424	6,860
POUNDS SHIPPED	1,515,596	1,601,614	1,973,785	1,955,293	1.821.903	1,857,587	1.791,031	2,067,602	1,979,989	1,693,610	1,561,781	1,612,597	21,532,388
POUNDS SHIPPED / HOUR WKD	142.6	157.5	152.9	162.8	159.9	140.3	139.0	156.4	160.3	135.4	135.1	138.7	148.3
POUNDS SHIPPED/WORKDAY	72,171	80,081	85,817	93,109	91,095	84,436	85,287	93,982	94,285	80,648	83,089	80,630	85,446
AVERAGE SALES / WORKDAY	101,550	109,528	129,459	133,169	137,558	127,242	131,158	144,632	136,639	127,831	128,862	127,388	128,027
AVG PROD MARGIN/WORKDAY	45,242	48,485	57,943	60,014	62,183	57,679	57,978	62,836	58,938	55,553	56,821	55,418	56,644
AVERAGE SALES / EMPLOYEE	14,913	- 15,212	19,984	18,644	17,749	17,717	16,493	19,402	18,277	16,883	16,008	15,924	207,256
AVG PROD MARGIN / EMPLOYEE	6,644	6,734	8,944	8,402	8,024	8,031	7,291	8,429	7,883	7,337	7,059	6,927	91,698
AVG SELLING PRICE / POUND	1.407	1.368	1.509	1.430	1.510	1.507	1.538	1.539	1.449	1.585	1.551	1.580	1.498
AVERAGE COST / POUND	0.855	0.853	0.916	0.876	0.917	0.919	0.952	0.950	0.905	0.999	0.962	0.995	0.925
SELLING PRICE MINUS COST	0.552	0.515	0.592	0.554	0.593	0.588	0.586	0.589	0.544	0.586	0.589	0.585	0.573
AVERAGE S.T. HOURLY RATE	9.860	9.987	9.879	10.061	9.999	9.998	9.935	9.772	10.051	9,961	9.939	10.572	10.017
NEW ORDERS BOOKED													
INCOMING ORDERS	6.241	6,107	7,546	6,947	6,581	7,258	6,990	7,104	6,723	6,653	6,129	5,619	79,898
INCOMING ORDERS - VALUE	2,371,944	2,627,110	3,038,645	2,942,131	2,690,083	2,874,877	2,933,441	3,051,857	2,977,343	2,713,318	3,062,594	2,722,526	34,005,869
AVERAGE ORDER VALUE	380	430	403	424	409	396	420	430	443	408	500	485	426

CONDENSED INCOME SUMMARY.	usalAN≎ .	. SFEB	SE MAR	APR-M	- MAY	EJUNE	JUEY.	AUG	MASEPT-C	NEW DEFENSE	MANOV.	SE DEC.	.:ANNUAL:
GROSS SALES	2.790.082	2.656,717	3.481.103	2.925.850	3.042.251		3.001.298			3.257.382		3,197,601	37.582.618
SALES DEDUCTIONS	(45,741)	(54,530)	(59,590)	(93,319)	(57,614)		(56.250)	*****	(60.047)	(39,656)			(654,983)
NET SALES	2,744,341	2,602,187	3,421,513	2,832,531	2,984,636	3,480,598	2,945,048	3,516,987	3,099,993	3,217,726	2.924.182	3,157,891	36,927,634
COST OF PRODUCT SOLD	1,581,185	1,479,084	1.928.964	1.598.541	1,673,947	1,994,066	1.659.714	1,983,807	1.759.134	1,838,056	1.680,515	1,870,244	21,047,256
PRODUCT MARGIN	1,163,156	1,123,104	1,492,550	1,233,990	1,310,689	1,486,532	1,285,334	1,533,180	1.340.859	1.379.670	1.243.667	1.287.647	15,880,378
PROD MARGIN PERCENT	42.4%	43.2%	43.6%	43.6%	43.9%	42.7%	43.6%	43.6%	43.3%	42.9%	42.5%	40.8%	43.0%
OTHER COST OF SALES	558,721	605,486	632,169	603,506	614,025	659,120	577,255	649.064	619.387	656,904	655,495	813,587	7,644,721
TOTAL COST OF SALES	2,139,907	2,084,570	2,561,133	2,202,047	2,287,972	2,653,186	2,236,969	2,632,871	2,378,521	2.494.959	2.336,011	2,683,831	28,691,977
GROSS PROFIT	604,435	517,618	860,381	630,484	696,665	827,412	708,079	884,116	721,472	722,767	588,171	474,060	8.235.657
GROSS PROFIT PERCENT	22.0%	19.9%	25.1%	22.3%	23.3%	23.8%	24.0%	25.1%	23.3%	22.5%	20.1%	15.0%	22.3%
SALES & ADMIN EXPENSE	510,077	464,500	531,770	478,479	528,773	527,735	523,769	560,362	561,932	516,437	509,559	382,314	6,095,705
INTEREST EXPENSE	44,763	42,763	45,815	33,285	52,662	49,727	47,285	50,802	50,119	50,681	46,075	47,863	561,840
OPERATING PROFIT	49,595	10.354	282,796	118,720	115,230	249,950	137,025	272,952	109,421	155,649	32,538	43.884	1,578,113
OTHER INCOME / (EXPENSE)	14,955	5,331	(41,613)	(25,118)	(31,264)	(46,527)	(28,561)	(46,894)	(24,032)	(40,473)	(9,331)	(13,335)	(286,862)
PROFIT BEFORE TAX	64,550	15,685	241,184	93,602	83,966	203,423	108,465	226,058	85,388	115,176	23,207	30,549	1,291,251
PERCENT TO NET SALES	2.4%	0.6%	7.0%	3.3%	2.8%	5.8%	3.7%	6.4%	2.8%	3.6%	0.8%	1.0%	3.5%
LABOR AND PRODUCTION STATIS	STICS	The state of the s	980 T 11.114	is leisted - in the	Marine St.	Contraction of Contraction	Secretary of the second	. and interest continues the a	nyaéta di Bang	and the state of the state of	Herman III II	The second	والمتات المالية والمالية
WORK DAYS	21	20	22	21	21	22	20	23	21	21	20	22	254
WAREHOUSE EMPLOYEES	89_	85	87	86	85	90	93	89	85	87	90	93	89
OFFICE EMPLOYEES	57	55	56	56	57	59	_ 58	58	59	61	60	59	58
OUTSIDE SALES EMPLOYEES	5	5	5	6	6	6	6	6	6	6	6	6	6
OFFICE EMPLOYEES (CORP.)	10	10	10	10	10	10	10	10_	10	10	10	10	10
TOTAL POPULATION	161	155	158	158	158	165	167	163	160	164	166	168	162
TOTAL HOURS WORKED - HRLY	12,120	11,763	12,934	12,061	12,573	13,723	12,087	13,644	11,695	12,960	12,703	12,956	151,216
OVERTIME HRS WORKED-HRLY	610	591	598	639	<u>59</u> 6	576	460	691	722	985	1,022	772	8,260
POUNDS SHIPPED	1,711,262	1,612,279	1,948,149	1,772,116	1,766,198	2,040,756	1,763,234	2,111,990	1,930,090	1,959,441	1,782,343	1,864,446	22,262,304
POUNDS SHIPPED / HOUR WKD	141.2	137.1	150.6	146.9	140.5	148.7	145.9	154.8	165.D	151.2	140.3	143.9	147.2
POUNDS SHIPPED / WORKDAY	81,489	80,614	88,552	84,386	84,105	92,762	88.162	91,826	91,909	93,307	89,117	84,748	87,647
AVERAGE SALES / WORKDAY	130,683	130,109	155,523	134,882	142,126	158,209	147,252	152,912	147,619	153,225	146,209	143,541	145,384
AVG PROD MARGIN/WORKDAY	55,388	56,155	67,843	58,761	62,414	67,570	64,267	66,660	63,850	65,699	62,183	58,529	62,521
AVERAGE SALES / EMPLOYEE	17,046	16,788	21,655	17,927	18,890	21.095	17,635	21,577	19,375	19,620	17,616	18,797	227,465
AVG PROD MARGIN/EMPLOYEE	7,225	7,246	9,447	7,810	8,296	9,009	7,697	9,406	8,380	8,413	7,492	7,665	97,819
AVG SELLING PRICE / POUND	1.604	1.614	1.756	1.598	1.690	1.706	1.670	1.665	1.606	1.642	1.641	1.694	1.659
AVERAGE COST/POUND	1.011	1.010	1.086	0.990	1.045	1.066	1.020	1.023	0.999	1.033	1.049	1.186	1.044
SELLING PRICE MINUS COST	0.593	0.604	0.570	0.608	0.645	0.640	0.650	0.642	0.607	0.609	0,592	0.508	0.615
AVERAGE S.T. HOURLY RATE	10.014	10.293	10.307	10.677	10,291	10,520	10.199	10.300	10.534	10.475	10,371	10.356	10.354
NEW ORDERS BOOKED	د با ما الحد وقال سورالموموميون		THE STATE OF	The same of		وسمدانيا للمثالات	داد. داد دار ماسوسیماند.			ALCOHOLD TO		ر درگرد استان ایندهاستان پیدههاستان درگرده استان ایندهاستان پیدههاستان	3000
INCOMING ORDERS	4,844	6,426	7,250	6,763	6,735	7,291	6,354	7,558	6,780	7,170	6,506	5.842	79,519
INCOMING ORDERS - VALUE	2,872,955	2,946,016	3,309,718	3,012,667	2,969,833	3,470,760	3,029,393	3,666,902	3,074,868	4,669,205	3,146,764	3.139.847	39,308,927
AVERAGE ORDER VALUE	593	458	457	445	441	476	477	485	454	651	484	537	494

FGONDENSEDENGOME#SUMMARY:	KENAN E	MUFFERNIS.	ENWARES	MAPR NE	SEEMANA PO	WESTUNE WAS	STELLINGE	255AUG97	翻SEPT ME	SEOCESS.	PENOVOE	SEPERME	EANNITATES!
GROSS SALES	3,695,701	3.636.420	3,833,304	M-11/2 B - 1-12-11	3,818,725		3,290,777	4,034,637	3,466,192	3,807,266	3,203,290	3,147,245	42,965,574
SALES DEDUCTIONS	(68,200)	(73,433)	(73,180)		(71,365)	(85,743)	(75,896)	(76,750)	(62,317)	(77,745)	(79,769)	(81,068)	(882,600)
NET SALES	3.627.501	3.562,987	3,760,124	3.209.531	3,747,359		3,214,881	3,957,888	3,403,875	3,729,522	3,123,521	3.065,176	42,082,974
COST OF PRODUCT SOLD	2.034.143	2,016,203	2,141,920	1,809,808	2,118,195		1,847,717	2,284,818	1,929,860	2,153,831	1,780,333	1,772,717	24,005,441
PRODUCT MARGIN	1,593,358	1,546,784	1,618,204	1,399,723	1,629,164	1.563.714	1.367.163	1,673,069	1,474,015	1,575,691	1,343,189	1.293.459	18.077.534
PROD MARGIN PERCENT	43.9%	43.4%	43.0%	43.6%	43.5%	42.5%	42.5%	42.3%	43.3%	42.2%	43.0%	42.2%	43.0%
OTHER COST OF SALES	722,978	725,866	759.332	689,453	742,854	736,570	693,322	751.132	694,008	688,167	639,640	649.034	8,492,358
TOTAL COST OF SALES	2,757,122	2,742,069	2,901,252	2,499,261	2,861,049	2,852,465	2,541,039	3,035,950	2,623,868	2,841,999	2,419,973	2,421,752	32,497,798
GROSS PROFIT	870,380	820,918	858,872	710,270	886,310	827,143	673,841	921,937	780,007	887,523	703,549	644,425	9,585,176
GROSS PROFIT PERCENT	24.0%	23.0%	22.8%	22.1%	23.7%	22.5%	21.0%	23.3%	22.9%	23.8%	22.5%	21.0%	22.8%
SALES & ADMIN EXPENSE	568,701	560,410	585,449	597,052	596,122	623,934	573,490	644,076	590,797	641.513	626,356	481,958	7,089,860
INTEREST EXPENSE	56,250	47,726	48,603	51,586	48,300	44,650	59,359	62,406	59,988	72,040	61,954	54,319	667,181
OPERATING PROFIT	245,428	212,782	224,820	61,633	241,887	158,559	40,992	215,456	129,222	173,970	15,239	108,148	1,828,135
OTHER INCOME / (EXPENSE)	(33,758)	(36,050)	(40,398)	(4,958)	(52,504)	(37,077)	(5,977)	(32,579)	(18,557)	(37,749)	(475)	(21,102)	(321,183)
PROFIT BEFORE TAX	211,671	176,732	184.421	56,675	189,384	121,482	35,014	182,877	110,666	136,222	14,763	87,046	1,506,952
PERCENT TO NET SALES	5.8%	5.0%	4.9%	1.8%	5.1%	3.3%	1.1%	4.6%	3.3%	3.7%	0.5%	2.8%	3.6%
LABOR-AND PRODUCTION STATIS	TICS	nicht Memorie	地路出版出		PHOTO STATE		建设统建筑	Hara and		网络这些种的			
WORK DAYS	22	20	23	19	22	22	20	23	20	22	20	18	251
WAREHOUSE. EMPLOYEES	97	99	105	102.	100	99	93	91	96	95	95	95	97
OFFICE EMPLOYEES	56	57	58	57	58	57	57	59	61	63	66	64	59
OUTSIDE SALES EMPLOYEES	7	8	9	9	9	9	9	8	12	12	11	11	11
OFFICE EMPLOYEES (CORP.)	10	10	10	10	10	10	10	10	10	10	10	10	10
TOTAL POPULATION	170	174	182	178	177	175	. 169	168	179	180	182	180	177
TOTAL HOURS WORKED-HRLY	14.889	15,034	16,373	14,279	15,293	14,375	12,524	15,072	13,354	14,677	13,404	12,798	172,073
OVERTIME HRS WORKED-HRLY	1,058	2,057	1,402	1,542	1,155	785	649	1,252	952	1,235	861	1,011	13,958
POUNDS SHIPPED	2,086,077	1,920,708	2,113,054	1,807,882	2,189,884	2,176,195	1,853,578	2,133,185	1,772,618	1,971,783	1,592,069	1,695,115	23,312,148
POUNDS SHIPPED/HOUR WKD	140.1	127.8	129.1	126.6	143.2	151.4	148.0	141.5	132.7	134.3	118.8	132.5	135.5
POUNDS SHIPPED / WORKDAY	94,822	96,035	91,872	95,152	99,540	98,918	92,679	92,747	88,631	89,627	79,603	94,173	92,877
AVERAGE SALES / WORKDAY	164,886	178,149	163,484	168,923	170,335	167,255	160,744	172,082	170,194	169,524	156,176	170,343	167,661
AVG PROD MARGIN/WORKDAY	72,425 .	77,339	70,357	73,670	74,053	71,078	68,358	72,742	73,701	71,622	67,159	71,859	72,022
AVERAGE SALES / EMPLOYEE	21,338	20,477	20,660	18,031	21,172	21.026	19,023	23,559	19,016	20.720	17,162	17.034	237,180
AVG PROD MARGIN/EMPLOYEE	9,373	8,890	8,891	7,864	9,204	8,936	8,090	9,959	8,235	8,754	7,380	7,186	101,885
AVG SELLING PRICE / POUND	1.739	1.855	1.779	1.775	1.711	1.691	1.734	1.855	1.920	1.891	1.962	1.809	1.805
AVERAGE COST/POUND	1.061	1.154	1.100	1.099	1.070	1.076	1.108	1.177	1.197	1.182	1.197	1.154	1.128
SELLING PRICE MINUS COST	0.678	0.701	0.679	0.676	0.641	0.615	0.627	0.679	0.723	0.710	0.765	0.655	0.677
AVERAGE S.T. HOURLY RATE	10.245	10.279	10,532	10.357	10.434	10.390	10.394	10.452	10.618	10.600	10.523	10.543	10.447
ENEW ORDERS HOOKED				phia to be and the war for	THE REAL PROPERTY.			and the same of		1			
INCOMING ORDERS	7,453	6,747	7,836	6,445	7,612	7,545	6,693	8,022	7,159	7,986	7,039	6,191	86,728
INCOMING ORDERS - VALUE	3,232,447	3,115,320	3,833,982	3,292,911	3,514,735	3,692,619	3,320,017	3,943,124	3,337,825	3,795,107	3,346,723	3,235,068	41,659,878
AVERAGE ORDER VALUE	434	462	489	511	462	489	496	492	466	475	475	523	480

IGONDENSED/INGOMERSUMMARY		STREET STREET	WWW.ARMIN	MEARBON	MINAYSUN	MUUNEM	MESION AND AND AND AND AND AND AND AND AND AN	REMOGRAM	A SERIE	MIOCE H	機能NOV 源	WEDEGON!	MANNUAL
	3,556,200												6,846,976
SALES DEDUCTIONS	(60,848)	(59,878)											(120,726)
NET SALES	3,495,353	3,230,898											6,726,251
COST OF PRODUCT SOLD	1,981,414	1,842,880						_					3,824,294
PRODUCT MARGIN	1,513,939	1,388,018								_			2,901,956
PROD MARGIN PERCENT	43.3%	43.0%								· · · · · · · · · · · · · · · · · · ·			43.1%
OTHER COST OF SALES	686,129	611,878											1,298,006
TOTAL COST OF SALES	2,667,543	2,454,758											5,122,301
GROSS PROFIT	827,810	77 6 ,140											1,603.950
GROSS PROFIT PERCENT	23.7%	24.0%											23.8%
SALES & ADMIN EXPENSE	682,207	594,419											1,276,626
INTEREST EXPENSE	65,657	75,612											141,268
OPERATING PROFIT	79,946	106,109											186,056
OTHER INCOME / (EXPENSE).	4,706	(27,833)											(23,127)
PROFIT BEFORE TAX	84,653	78,276											162,928
PERCENT TO NET SALES	2.4%	2.4%			•		L_						2.4%
EARGREANDER ODUCTION STATS	THOSEMAN		电影影響			MARRIMEN	排出的數字的		Mades	調學所認識			
WORK DAYS	22	20											42
WAREHOUSE EMPLOYEES	92	91								·- ·	1		92
OFFICE EMPLOYEES	65	65											65
OUTSIDE SALES EMPLOYEES	11	11	;			•				·			11
OFFICE EMPLOYEES (CORP.)	10	10											10
TOTAL POPULATION	178	177											178
TOTAL HOURS WORKED - HRLY	13,771	12,874			<u> </u>							· ·	26,645
OVERTIME HRS WORKED-HRLY	866	1,003											1,869
POUNDS SHIPPED	1,787,748	1,761,234				L							3,548,982
POUNDS SHIPPED / HOUR WKD	129.8	136.8	"										133.2
POUNDS SHIPPED / WORKDAY	81,261	88,062				1							84,500
AVERAGE SALES / WORKDAY	158,880	161,545											160,149
AVG PROD MARGIN/WORKDAY	68,815	69,401											69,094
AVERAGE SALES / EMPLOYEE	19,637	18,254											37,894
AVG PROD MARGIN / EMPLOYEE	8,505	7.842		•							l .		16,349
AVG SELLING PRICE / POUND	1.955	1.834											1.895
AVERAGE COST / POUND	1.210	1.123											1.167
SELLING PRICE MINUS COST	0.745	0.712											0.729
AVERAGE S.T. HOURLY RATE	10.608	10.719						1					10.664
MINEWAGRDERS NBOCKED MINE													
INCOMING ORDERS	7,554	6,646					T				,,,		14,200
INCOMING ORDERS - VALUE	4,157,603	3,040,068		,				T		[.	1		7,197,671
AVERAGE ORDER VALUE	550	457	T .		 	1		1	1	$\overline{}$	i —		507

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	THE COMMENTS	A COO	CONTRACTOR OF THE PARTY OF THE	SERVICE COLOR		3.5					できない。「日本の一位の一位の一位の一位の一位の一位の一位の一位の一位の一位の一位の一位の一位の		器でするが悪
GROSS SALES	3,556,200	3,230,776	3,108,148	3,414,924	3,720,441	3,689,652	3,229,614	3,770,094	3,131,563	3,701,651	3,335,102	2,951,603	40,899,769
SALES DEDUCTIONS	(60,848)	(59,878)	(58,207)	(88,187)	(104,043)	(104,231)	(91,312)	(131,273)	(59,844)	(45,512)	(64,710)	(113,187)	(981,233)
NET SALES	3,495,353	3,230,898	3,049,940	3,326,737	3,616,398	3,585,421	3,138,302	3,638,821	3,071,719	3,656,139	3,270,393	2,838,415	39,918,536
COST OF PRODUCT SOLD	1,981,414	1,842,880	1,706,988	1,895,306	2,069,196	2,016,272	1,774,480	2,131,355	1,705,851	2,092,879	1,874,673	1,683,320	22,774,616
PRODUCT MARGIN	1,513,939	1,388,018	1,342,952	1,431,431	1,547,202	1,569,149	1,363,822	1,507,466	1,365,868	1,563,260	1,395,719	1,155,095	17,143,920
PROD MARGIN PERCENT	43.3%	43.0%	44.0%	43.0%	42.8%	43.8%	43.5%	41.4%	44.5%	42.8%	42.7%	40.7%	42.9%
OTHER COST OF SALES	686,129	611.878	677,600	664,007	790,858	796,397	663,304	727,357	685,934	792,146	711,334	657,171	8,444,114
TOTAL COST OF SALES	2,667,543	2,454,758	2,384,588	2,559,313	2,860,053	2,812,670	2,437,784	2,858,712	2,371,785	2,885,025	2,586,007	2,340,491	31,218,729
GROSS PROFIT	827,810	776,140	665,352	767,424	756,344	772,751	700,518	780,109	699,934	771,114	684,386	497,924	8,699,807
GROSS PROFIT PERCENT	23.7%	24.0%	21.8%	23.1%	20.9%	21.6%	22.3%	21.4%	22.8%	21.1%	20.9%	17.5%	21.8%
SALES & ADMIN EXPENSE	682,207	594,419	628,387	577,694	647,634	587,865	620,922	649,895	600,466	655,433	604,679	560,667	7,410,269
OPERATING PROFIT	145,603	181,721	36,965	189,730	108,710	184,886	79,596	130,214	99,468	115,681	79,707	(62,743)	1,289,538
INTEREST EXPENSE	65,657	75,612	70,816	64,340	73,327	76,278	67,013	67,479	70,299	72,161	589'99	69,004	838,671
OTHER (INCOME) / EXPENSE	(4,706)		(1,616)	27,625	(2,487)	12,482	(1,862)	(7.437)	(677)	9,111	7,052	(39,054)	26,264
PROFIT BEFORE TAX	84,653		(32,235)	97,765	37,871	96,126	14,445	70,171	29,846	34,408	5,969	(92,693)	424,603
PERCENT TO NET SALES	24%	2.4%	-1.1%	2.9%	1.0%	2.7%	%5.0	1.9%	1.0%	0.9%	0.2%	-3.3%	1.1%
PABORRANDERRODUCITION INSTACTION DE LA PROPERTIE DE LA PROPERT			I NOW	新作用原用個別型與短點開闢					据的阻滞和的	光朗机器制制规制	新聞組開開和開發時		
WORK DAYS	22	20	22	20	22	21	21	23	19	23	20	18	251
WAREHOUSE EMPLOYEES	82	9	80	88	.06	89	89	83	91	. 06	87	86	88
OFFICE EMPLOYEES	65	92	64	65	\$	\$	ස	64	65	65	65	99	65
OUTSIDE SALES EMPLOYEES	F	=	77	12	11	1	13	12	13	12	13	12	12
OFFICE EMPLOYEES (CORP.)	10	10	10	10	10	10	Đ	10	10	. 10	10	10	10
TOTAL POPULATION	178	177	176	176	175	174	175	175	179	177	175	176	176
TOTAL HOURS WORKED - HRLY	13,771	12,874	13,638	12,693	13,814	12,899	13.224	14,941	12,158	14,246	12,589	11,679	158,526
OVERTIME HRS WORKED-HRLY	998	1,003	1,230	858	1,160	864	973	1.409	628	1,200	382	953	12,358
POUNDS SHIPPED	1,787,748	1,761,234	1,598,847	1,788,831	2,060,504	1,882,244	1,646,809	1,938,438	1,585,817	1,959,283	1,638,935	1,455,282	21,103,982
POUNDS SHIPPED / HOUR WKD	129.8	136.8	. 117.2	140.9	149.2	145.9	124.5	129.7	130.4	137.5	130.2	124.6	133.1
POUNDS SHIPPED / WORKDAY	81,261	88.062	72,675	89,442	93,659	89,631	78,419	84,280	83,464	85,187	81,947	80,849	84,080
AVERAGE SALES/WORKDAY	158,880	161,545	138,634	166,337	164,382	170,734	149,443	158,210	161,669	158,963	163,520	157,690	159,038
AVG PROD MARGIN / WORKDAY	68,815	69,401	61,043	71,572	70,327	74,721	64,944	65,542	71,888	67,968	69,786	64,172	68,302
AVERAGE SALES / EMPLOYEE	_	18,254	17,329	18.902	20,665	20,606	17,833	20,793	17,160	20,656	18,688	16,127	226,703
AVG PROD MARGIN/EMPLOYEE		7,842	7,630	8,133	8,841	9,018	7,793	8.614	7,631	8,832	7,976	6,563	97,363
AVG SELLING PRICE / POUND	┙	1.834	1.908	1.860	1.755	1.905	1.906	1.877	1.937	1.866	1.995	1.950	1.892
AVERAGE COST / POUND	1.210	1.123	1.181	1.166	1.132	1.200	1.185	1.195	1.204	1.190	1.252	1.285	1.191
SELLING PRICE MINUS COST	0.745	0.712	0.726	0.694	0.623	0.705	0.721	0.682	0.733	0.676	0.743	0.666	0.700
		10.719	10.808	10.774	10.808	10.892	10.729	11.030	10.841	10.963	11,135	11.007	10.869
OOKEDIL	噩	阿斯斯斯即斯斯				哪們哪個關鍵	網開始的網網網			開始時期的			新聞記書記書
INCOMING ORDERS		6,646	8,025	5,089	7,516	6,950	6,878	7,558	6,447	7,731	6.756	5,303	82,453
INCOMING ORDERS - VALUE	4,157,603	3,040,068	4,905,072	4,535,138	3,936,891	3,674,244	3,423,470	3,885,951	3,493,383	4,211,268	3,606,264	3,577,734	46,447,087
AVERAGE ORDER VALUE	550	457	611	88-1	524	529	498	514	542	545	534	675	563

EXPONENSIAD EXPO			S cat	International Advances	C	Fatigue at a state of the same	000		In	Y				
SALES DEDUCTIONS (68.489) (47.816) (59.918) (24.400) (65.744) (79.965) (67.849) (79.875) (77.875) (77.875) (76.875) (74.874) (76.975) (77.875) (即即OCTAN	当器NOV 地	AND ECON	ZANNUAL
NET SALES 3.385,233 3.518,584 3.443,887 3.594,792 3.577,680 3.597,793 3.577,680 3.597,794 3.577,680 3.597,794 3.578,680 3.598,795 3.788,290									3,848,168	3,810,116	4,157,376	3,057,080	3,093,450	43,877,103
COST OF PRODUCT SOLD							<u> </u>	(67,848)			(55,187)	(44,334)	(48,044)	(710,151)
PRODUCT MARGIN		3,385,233	3,518,584	3,443,887	3,594,792	3,577,660	3,957,791	4,031,814	3,758,590	3,738,260	4,102,189	3,012,746	3,045,406.	43,166,952
PROD MARGIN PERCENT 43.1% 41.8% 42.9	COST OF PRODUCT SOLD	1,926,299	2,047,870	1,996,726	2,058,379	2.041,141	2,261,468	2,309,178	2,173,724	2,150,493	2,332,338	1,718,697	1,729,471	24:745,784
Cother Cost Of SALES	PRODUCT MARGIN	1,458,934	1,470,714	1,447,161	1,536,413	1,536,519	1,696,323	1,722,636	1,584,866	1,587,767	1,769,851	1,294,049	1,315,935	18.421,168
TOTAL COST OF SALES	PROD MARGIN PERCENT	43.1%	41.8%	42.0%	42_7%	42.9%	42.9%	42.7%	42.2%	42.5%	43.1%	43.0%	43.2%	42.7%
GROSS PROFIT 673.846 706.535 751.337 758.926 793.882 952.385 772.315 702.471 912.833 906.665 634.366 7705.305 9.494.915 GROSS PROFIT PERCENT 19.9% 20.11% 21.8% 21.11% 22.2% 24.11% 21.11% 22.2% 21.17% 22.2% 21.306 775.305 9.494.915 SALES & ADMIN EXPENSE 672.096 616.071 1.750 92.464 1134.895 117.498 167.353 198.362 953.003 679,191 633.318 640.095 694.271 698.392 (900.0797 7.683.642 OPERATING PROFIT 1.750 92.464 1134.895 117.498 167.353 298.362 293.124 159.153 172.797 214.391 44.974 104.506 1.801.273 INTEREST EXPENSE 68.024 62.200 99.315 68.918 70.126 664.03 50.047 63.732 60.898 65.872 60.761 57.727 774.026 OPERATING PROFIT (1.750 92.464 174.895 117.498 1.673.533 298.362 293.124 159.153 172.797 214.391 44.974 104.506 1.801.273 INTEREST EXPENSE 68.024 62.200 99.315 68.918 70.126 664.03 50.047 63.732 60.898 165.872 60.761 57.727 774.026 OPERATING PROFIT 1.750 92.464 174.895 117.498 1.673.533 298.362 293.124 159.153 152.009 12.106 (12.204) 3.400 157.797 PROFIT BEFORE TAX (92.604) 23.026 582.494 88.88 14.813 32.744 54.946 10.818 12.109 32.106 (12.204) 3.400 157.797 PROFIT BEFORE TAX (92.604) 23.026 582.494 83.882 82.571 197.235 180.131 84.583 99.907 116.414 (2.293) 43.932 698.393 PERCENT TO NET SALES 1.69% 0.754 1.79% 1.15% 2.39% 5.59% 4.59% 2.39% 2.37% 2.89% 0.11% 1.44% 2.39% WORK DAYS 22 21 20. 22 21 21. 21 22 21. 21 23 18 20 222 WAREHOUSE EMPLOYEES 90 91 90 96.7 67 69 68 68 98 83 68 89 83 68 89 83 68 89 83 83 84 87 OUTSIDE SALES EMPLOYEES 90 91 90 96.7 67 69 68 69 87 66 66 55 68 68 67 OUTSIDE SALES EMPLOYEES 10.000, 10 10 10 10 10 10 10 10 10 10 10 10 10	OTHER COST OF SALES	785,088	762,180	695,824	777,487	742,637	743,939	750,321	792,395	774,883	861,186	659,683	610,631	8,956,253
GROSS PROFIT PERCENT 19.9% 20.1% 21.8% 21.1% 22.2% 24.1% 21.1% 21.7% 22.2% 21.1% 23.2% 21.9% 24.9% 24.1% 21.1% 21.1% 22.2% 21.9% 24.9% 24.1% 24.1% 21.1% 21.1% 22.2% 21.9% 24.9% 24.1% 24.1% 21.1% 24.	TOTAL COST OF SALES	2,711,387	2,810,049	2,692,549	2,835,866	2.783,778	3.005,407	3,059,499	2,966,119	2,925,377	3.193,524	2,378,380	2,340,102	33,702,037
SALES & ADMINI EXPENSE 672,096 616,071 516,449 641,438 626,529 654,003 678,191 633,318 640,085 694,274 589,392 600,797 7.663,642 OPERATING PROFIT 1,759 92,464 134,889 117,486 167,353 293,322 159,353 172,797 214,391 44,974 104,508 1,801,273 INTEREST EXPENSE 68,024 62,200 69,315 (63,918 77,182 68,403 58,047 63,752 60,881 658,872 5,0761 57,727 170,127 0,142 0,1	GROSS PROFIT	673,846	708,535	751,337	758,926	793,882	952,385	972,315	792,471	812,883	908,665	634,366	705,305	• 9,464,915
OPERATING PROFIT	GROSS PROFIT PERCENT	19.9%	20.1%	21.8%	21.1%	22.2%	24.1%	24.1%	21.1%	21.7%	22.2%	21.1%	23.2%	21,9%
INTEREST EXPÉNSE 68.024 62.200 69.315 68.918 70.182 68.403 58.047 63.752 60.881 65.872 60.761 57.727 774.082 OTHER (INCOME) / EXPENSE (13.582) 6.437 7.324 8.888 14.813 32.744 54.946 10.818 12.109 32.106 (12.804) 3.400 157.799 PROFIT ERFORE TAX (52.601) 23.826 58.249 38.882 82.557 19.131 84.583 99.807 116.414 (2.993) 43.382 699.393 PERCENT TO NET SALES 4.8% 0.7% 17.7% 17.1% 17.1% 2.3% 5.0% 4.5% 2.3% 2.7% 2.8% -0.1% 14.4% 2.0% 2.0% 2.800 2.7% 2.8% -0.1% 14.4% 2.0% 2.0% 2.800 2.0% 2.8% -0.1% 14.4% 2.0% 2.0% 2.800 2.0% 2.0% 2.0% 2.0% 2.0% 2.0% 2.0% 2.	SALES & ADMIN EXPENSE	672,096	616,071	616,449	641,438	626,529	654,003	679,191	633,318	640,086	694,274	589,392	600,797	7.663.642
OTHER (INCOME) / EXPENSE (13,582) 6,437 7,324 9,888 14,813 32,744 54,946 10,818 12,109 32,106 (12,804) 3,400 157,799 PROER TAX (52,691) 23,825 55,249 38,882 82,557 197,235 180,131 84,533 99,807 116,414 (2,893) 43,382 869,393 PROER TO NET SALES 1,6% 0,7% 1,7% 1,1% 2,3% 5,0% 4,5% 2,3% 2,7% 2,8% 0,1% 1,4% 2,0% 1,4% 2,0% 1,4% 2,0% 1,4% 2,0% 1,4% 2,0% 1,4% 2,0% 1,4% 2,0% 1,4% 1,4% 2,0% 1,4% 1,4% 1,4% 1,4% 1,4% 1,4% 1,4% 1,4	OPERATING PROFIT	1,750	92,464	134,889	117,488	167,353	298,382	293,124	159,153	172,797	214,391	44,974	104,508	1,801,273
PROFIT DEFORE TAX (52.691) 23.826 58.249 38.882 82.557 197.235 180.131 84.583 99.807 116.414 (2.983) 43.382 869.393 PRICENT TO NET SALES -1.5% 0.7% 1.7% 1.1% 2.3% 5.0% 4.5% 2.3% 2.7% 2.8% 0.1% 1.4.4% 2.0% 1.2.6%	INTEREST EXPENSE	68,024	62,200	69,315	68,918	70,182	68,403	58,047	63,752	60,881	65,872	60,761	57,727	774,082
PERCENT TO NET SALES	OTHER (INCOME) / EXPENSE	(13,582)	6,437	7,324	9,688	14.813	32,744	54,946	10,818	12,109	32,106	(12,804)	3,400	157,799
## WORK DAYS 22 21 29. 22 21 21 22 21 21 22 21 21 22 21 22 21 22 21 22 22 21 22 22 21 22 22 21 22 22 21 22 22 21 22 22 21 22 22 22 21 22	PROFIT BEFORE TAX	(52,691)	23,826	58,249	38,882	82,557	197.235	180.131	84,583	99,807	116,414	(2,983)	43,382	869,393
WORK DAYS 22 21 20 22 21 21 22 21 21 22 21 23 18 20 252 WAREHOUSE EMPLOYEES 90 91 90 87 87 87 87 88 86 89 83 83 83 84 87 OFFICE EMPLOYEES 67 88 69 67 67 69 67 67 69 67 67 68 68 68 88 67 OUTSIDE SALES EMPLOYEES 12 13 13 13 13 12 12 12 11 12 12 12 12 12 12 12 12 12			77-7-											
WORK DAYS 22 21 20 22 21 21 22 21 21 22 21 23 18 20 252 WAREHOUSE EMPLOYEES 90 91 90 87 87 87 87 88 86 89 83 83 83 84 87 OFFICE EMPLOYEES 67 88 69 67 67 69 67 67 69 67 67 68 68 68 88 67 OUTSIDE SALES EMPLOYEES 12 13 13 13 13 12 12 12 11 12 12 12 12 12 12 12 12 12	EABOREAND PRODUCTION STATE	TICS IN THE	以明祖继续有											
OFFICE EMPLOYEES 67 68 69 67 67 68 69 67 67 68 68 68 68 67 OUTSIDE SALES EMPLOYEES 12 13 13 13 13 12 12 12 11 12 OFFICE EMPLOYEES (CORP.) 10 10 10 10 10 10 10 10 10 10 10 10 10														
OUTSIDE SALES EMPLOYEES 12 13 13 13 13 12 12 12 12 12 13 12 12 11 12 12 17 15 17 17 17 17 17 17 17 17 17 17 17 17 17	WAREHOUSE EMPLOYEES	90	91	90	87	87	87	88	86	89	83	83	84	87
OFFICE EMPLOYEES (CORP.) 10 10 10 10 10 10 10 10 10 10 10 10 10	OFFICE EMPLOYEES	67	68	69	67	67	69	67	67	66	65	68	68	67
TOTAL POPULATION 179 182 182 177 176 178 177 175 178 170 173 173 177 TOTAL HOURS WORKED-HRLY 13,968 13,165 12,238 12,915 12,679 12,187 12,815 12,845 13,191 13,263 10,608 9,873 149,746 OVERTIME HRS WORKED-HRLY 1,043 914 652 845 742 555 672 1,013 601 909 592 177 8,714 POUNDS SHIPPED 1,750,171 1,652,248 1,707,882 1,823,315 1,696,709 1,924,398 1,866,250 1,800,596 1,598,638 1,834,665 1,467,897 1,211,923 20,334,692 POUNDS SHIPPED /HOUR WKD 125.3 125.5 139.6 141.2 139.8 157.9 145.6 140.2 121.2 138.3 138.4 122.8 135.8 POUNDS SHIPPED /WORKDAY 79,553 78,678 85,394 82,878 80,796 91,638 84,830 85,743 76,126 79,768 81,550 60,596 80,593 AVERAGE SALES / WORKDAY 153,874 167,552 172,194 163,400 170,365 188,466 183,264 178,980 178,012 178,356 167,375 152,270 171,297 AVG PROD MARGIN / WORKDAY 66,315 70,034 72,358 69,837 73,168 80,777 78,302 75,470 75,608 76,950 71,892 65,797 73,100 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 2,0310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 : 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1,934 2,130 2,016 : 1,972 2,109 2,057 2,160 2,087 2,338 2,236 2,052 2,513 2,123 AVERAGE COST / POUND 1,228 1,380 1,299 1,1273 1,349 1,308 1,369 1,362 1,520 1,460 1,301 1,601 1,364 SELLING PRICE / MINUS COST 0,706 0,750 0,717 0,699 0,760 0,749 0,791 0,726 0,818 0,776 0,751 0,912 0,759 AVERAGE S.T. HOURLY RATE 11,005 11,013 11,085 11,162 11,348 11,342 11,307 11,366 11,405 11,496 11,736 11,776 11,336 INCOMING ORDERS 7,057 6,569 6,820 : 7,041 6,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS 7,057 6,569 6,820 : 7,041 6,682 6,510 6,504 6,325 6,253 6,994 4,395,045 3,102,804 3,515,152 46,580,982 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,349,249 3,3950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4	OUTSIDE SALES EMPLOYEES	12	13	13	13	12	12	12	12	13	12	12	11	12
TOTAL HOURS WORKED-HRLY 13,968 13,165 12,238 12,915 12,679 12,187 12,815 12,845 13,191 13,263 10,608 9,873 149,746 OVERTIME HRS WORKED-HRLY 1,043 914 652 845 742 555 672 1,013 601 909 592 177 8,714 POUNDS SHIPPED 1,750,171 1,652,248 1,707,882 1,823,315 1,696,709 1,924,398 1,866,250 1,800,596 1,598,638 1,834,665 1,467,897 1,211,923 20,334,692 POUNDS SHIPPED / WORKDAY 125.3 125.5 139.6 141.2 133.8 157.9 145.6 140.2 121.2 138.3 138.4 122.8 135.8 POUNDS SHIPPED / WORKDAY 79,553 78,678 85,394 82,878 80,796 91,638 84,830 85,743 76,126 79,768 81,550 60,596 80,693 AVERAGE SALES / WORKDAY 153,874 167,552 172,194 163,400 170,365 188,466 183,264 178,980 178,012 178,366 167,375 152,270 171,297 AVG PROD MARGIN / WORKDAY 66,315 70,034 72,358 69,837 73,168 80,777 78,302 75,470 75,608 76,950 71,892 65,797 73,100 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 2,0310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 19,34 2,130 2,016 1.972 2,109 2,057 2,160 2,087 2,338 2,236 2,052 2,513 2,123 AVERAGE COST / POUND 1,284 1,380 1299 1,273 1,349 1,308 1,369 1,369 1,362 1,520 1,460 1,301 1,601 1,364 SELLING PRICE MINUS COST 0,706 0,750 0,717 0,699 0,760 0,749 0,791 0,726 0,818 0,776 0,751 0,912 0,759 AVERAGE S.T. HOURLY RATE 11,005 11,013 11,085 11,162 11,346 11,342 11,307 11,366 11,405 11,40	OFFICE EMPLOYEES (CORP.)	10	10	10	10	10	10	10	10	10	10	10	10	10
OVERTIME HRS WORKED-HRLY 1,043 914 652 845 742 555 672 1,013 601 909 592 177 8,714 POUNDS SHIPPED 1,750,171 1,652,248 1,707,882 1,823,315 1,696,709 1,924,398 1,866,250 1,800,596 1,598,638 1,834,665 1,467,897 1,211,923 20,334,692 POUNDS SHIPPED / HOUR WKD 125.3 125.5 139.6 141.2 133.8 157.9 145.6 140.2 121.2 138.3 138.4 122.8 135.8 POUNDS SHIPPED / WORKDAY 79,553 78,678 85,394 82,878 80,796 91,638 84,830 85,743 76,126 79,768 81,550 60,596 80,693 AVERAGE SALES / WORKDAY 153,874 167,552 172,194 163,400 170,365 188,466 183,264 178,980 178,012 178,356 167,375 152,270 171,297 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 2,0310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1,934 2,130 2,016 1,972 2,109 2,057 2,160 2,087 2,338 2,236 2,052 2,513 2,123 AVERAGE COST / POUND 1,228 1,380 1,299 1,273 1,349 1,308 1,369 1,362 1,520 1,460 1,301 1,601 1,364 SELLING PRICE MINUS COST 0,706 0,751 0,766 0,751 0,991 0,756 11,366 INCOMING ORDERS 7,057 6,569 6,820 7,041 5,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS 7,057 6,569 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	TOTAL POPULATION	179	182	182	177	176	178	177	175	178	170	173	173	177
POUNDS SHIPPED 1,750,171 1,652,248 1,707,882 1,823,315 1,696,709 1,924,398 1,866,250 1,800,596 1,598,638 1,834,665 1,467,897 1,211,923 20,334,692 POUNDS SHIPPED / HOUR WKD 125.3 125.5 139.6 141.2 133.8 157.9 145.6 140.2 121.2 138.3 138.4 122.8 135.8 POUNDS SHIPPED / WORKDAY 79,553 78,678 85,394 82,878 80,796 91,638 84,830 85,743 76,126 79,768 81,550 60,596 80,693 AVERAGE SALES / WORKDAY 153,874 167,552 172,194 163,400 170,365 188,466 183,264 178,980 178,012 178,356 167,375 152,270 171,297 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 2,20,310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1,934 2,130 2,016 1,972 2,109 2,057 2,160 2,087 2,338 2,236 2,052 2,513 2,123 AVERAGE COST / POUND 1,228 1,380 1,299 1,273 1,349 1,308 1,369 1,362 1,520 1,460 1,301 1,601 1,364 SELLING PRICE MINUS COST 0,706 0,756 0,756 0,759 0,769 0,759 0,769 0,759 0,769 0,759 0,759 0,759 0,750	TOTAL HOURS WORKED-HRLY	13,968	13,165	12,238	12,915	12,679	12,187	12,815	12,845	13,191	13,263	10,608	9,873	149,746
POUNDS SHIPPED / HOUR WKD 125.3 125.5 139.6 141.2 133.8 157.9 145.6 140.2 121.2 138.3 138.4 122.8 135.8 POUNDS SHIPPED / WORKDAY 79,553 78,678 86.394 82,878 80,796 91.638 84,830 85,743 76,126 79,768 81,550 60,596 80,693 AVERAGE SALES / WORKDAY 153,874 167,552 172.194 163,400 170.365 188,466 183,264 178,980 178,012 178,356 167,375 152,270 171,297 AVG PROD MARGIN / WORKDAY 66,315 70,034 72,358 69,837 73,168 80,777 78,302 75,470 75,608 76,950 71,892 65,797 73,100 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 , 20,310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1.934 2.130 2.016 1.1.972 2.109 2.057 2.160 2.087 2.338 2.236 2.052 2.513 2.123 AVERAGE COST / POUND 1.228 1.380 1.299 1.1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.301 1.364 SELLING PRICE MINUS COST 0,706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS 7,057 6,569 6,820 7.041 6,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,755 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892.024 4,302.842 4,244,145 4,067,547 4,006,994 4,395,045 3,102.804 3,515,152 46,580.982	OVERTIME HRS WORKED-HRLY	1,043	914	652	845	742	555	672	1,013	601	909	592	177	8,714
POUNDS SHIPPED / WORKDAY 79,553 78,678 85,394 82,878 80,796 91,638 84,830 85,743 76,126 79,768 81,550 60,596 80,693 AVERAGE SALES / WORKDAY 153,874 167,552 172,194 163,400 170,365 188,466 183,264 178,980 178,012 178,366 167,375 152,270 171,297 AVG PROD MARGIN / WORKDAY 66,315 70,034 72,358 69,837 73,168 80,777 78,302 75,470 75,608 76,950 71,892 65,797 73,100 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 20,310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1,934 2,130 2,016 1,972 2,109 2,057 2,160 2,087 2,338 2,236 2,052 2,513 2,123 AVERAGE COST / POUND 1,228 1,380 1,299 1,1273 1,349 1,308 1,363 1,362 1,520 1,460 1,301 1,601 1,364 SELLING PRICE MINUS COST 0,706 0,750 0,717 0,699 0,760 0,749 0,791 0,726 0,818 0,776 0,751 0,912 0,759 AVERAGE S.T. HOURLY RATE 11,005 11,013 11,085 11,162 11,346 11,342 11,307 11,366 11,405 11,496 11,736 11,776 11,336 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982 AVERAGE S.T. HOURLY RATE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	POUNDS SHIPPED	1,750,171	1,652,248	1,707,882	1.823.315	1,696,709	1,924,398	1,866,250	1,800,596	1,598,638	1,834,665	1,467,897	1,211,923	20,334,692
AVERAGE SALES / WORKDAY 153,874 167,552 172,194 163,400 170,365 188,466 183,264 178,980 178,012 178,356 167,375 152,270 171,297 AVG PROD MARGIN / WORKDAY 66,315 70,034 72,358 69,837 73,168 80,777 78,302 75,470 75,608 76,950 71,892 65,797 73,100 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 20,310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1.934 2.130 2.016 1.972 2.109 2.057 2.160 2.087 2.338 2.236 2.052 2.513 2.123 AVERAGE COST / POUND 1.228 1.380 1.299 1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.601 1.364 SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	POUNDS SHIPPED / HOUR WKD	125.3	125.5	139.6	141_2	133.8	157.9	145.6	140.2	121.2	138.3	138.4	122,8	135.8
AVG PROD MARGIN / WORKDAY 66,315 70,034 72,358 69,837 73,168 80,777 78,302 75,470 75,608 76,950 71,892 65,797 73,100 AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 20,310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1.934 2.130 2.016 1.972 2.109 2.057 2.160 2.087 2.338 2.236 2.052 2.513 2.123 AVERAGE COST / POUND 1.228 1.380 1.299 1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.601 1.364 SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS BOOKED 7,057 6,569 6,820 7,041 6,682 6.510 6,504 6.325 6,253 6,994 5,232 4,769 76,755 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	POUNDS SHIPPED/WORKDAY	79,553	78,678	85,394	82,878	80,796	91,638	84,830	85,743	76,126	79,768	81,550	60,596	80,693
AVERAGE SALES / EMPLOYEE 18,912 19,333 18,922 20,310 20,328 22,235 22,779 21,478 21,001 24,131 17,415 17,604 244,341 AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1.934 2.130 2.016 1.972 2.109 2.057 2.160 2.087 2.338 2.236 2.052 2.513 2.123 AVERAGE COST / POUND 1.228 1.380 1.299 1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.601 1.364 SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS BOOKED 7,057 6.569 6.820 7.041 6.682 6.510 6.504 6.325 6.253 6.994 5.232 4.769 76,756 INCOMING ORDERS - VALUE 4,003,464 3.651,208 3,449,249 3.950,507 3.892,024 4.302,842 4.244,145 4.067,547 4.006,994 4.395,045 3,102,804 3,515,152 46,580,982	AVERAGE SALES / WORKDAY	153,874	167,552	172.194	163,400	170,365	188,466	183,264	178,980	178,012	178,356	167,375	152,270	171,297
AVG PROD MARGIN / EMPLOYEE 8,150 8,081 7,951 8,680 8,730 9,530 9,732 9,056 8,920 10,411 7,480 7,607 104,271 AVG SELLING PRICE / POUND 1.934 2.130 2.016 1.972 2.109 2.057 2.160 2.087 2.338 2.236 2.052 2.513 2.123 AVERAGE COST / POUND 1.228 1.380 1.299 1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.601 1.364 SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS BOOKED 7,057 6,569 6,820 7,041 6,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	AVG PROD MARGIN/WORKDAY	66,315	70,034	72,358	69,837	73,168	80,777	78,302	75,470	75,608	76,950	71,892	65,797	73,100
AVG SELLING PRICE / POUND 1.934 2.130 2.016 1.972 2.109 2.057 2.160 2.087 2.338 2.236 2.052 2.513 2.723 AVERAGE COST / POUND 1.228 1.380 1.299 1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.601 1.364 SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS BOOKEON TO THE PROPERTY OF THE PROPERTY	AVERAGE SALES / EMPLOYEE	18,912	19,333	18,922	, 20,310	20,328	22,235	22,779	21,478	21,001	24,131	17,415	17,604	244,341
AVERAGE COST / POUND 1.228 1.380 1.299 2 1.273 1.349 1.308 1.369 1.362 1.520 1.460 1.301 1.601 1.364 SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 2 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS 7,057 6.569 6.820 7.041 6.682 6.510 6.504 6.325 6.253 6.994 5.232 4,769 76,755 INCOMING ORDERS - VALUE 4,003,464 3.651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	AVG PROD MARGIN/EMPLOYEE	8,150	8,081	7,951	; 8,680	8,730	9,530	9,732	9,056	8,920	10,411	7,480	7,607	104,271
SELLING PRICE MINUS COST 0.706 0.750 0.717 0.699 0.760 0.749 0.791 0.726 0.818 0.776 0.751 0.912 0.759 AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.776 11.336 INCOMING ORDERS 7,057 6,569 6,820 7,041 5,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	AVG SELLING PRICE / POUND	1.934	2,130	2.016	: 1.972	2.109	2.057	2,160	2.087	2.338	2.236	2.052	2.513	2.123
AVERAGE S.T. HOURLY RATE 11.005 11.013 11.085 11.162 11.346 11.342 11.307 11.366 11.405 11.496 11.736 11.776 11.336 INCOMING ORDERS 7,057 6,569 6,820 7,041 6,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS -VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	AVERAGE COST/POUND	1,228	1.380	1.299	1.273	1,349	1,308	1.369	1.362	1.520	1.460	1.301	1.601	1.364
INCOMING ORDERS -VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	SELLING PRICE MINUS COST	0.706	0.750	0.717	0.699	0.760	0.749	0.791	0.726	0.818	0.776	0.751	0.912	0.759
INCOMING ORDERS 7,057 6,569 6,820 : 7,041 6,682 6,510 6,504 6,325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	AVERAGE S.T. HOURLY RATE	11.005	11.013	11.085	11.162	11,346	11.342	11.307	11.366	11.405	11.496	11.736	11.776	11.336
INCOMING ORDERS 7,057 6,569 6,820 : 7,041 6,682 6.510 6,504 6.325 6,253 6,994 5,232 4,769 76,756 INCOMING ORDERS - VALUE 4,003,464 3,651,208 3,449,249 3,950,507 3,892,024 4,302,842 4,244,145 4,067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982	IN ENEW-ORDERS BOOKED!				TELEPHINE THE									
INCOMING ORDERS - VALUE 4,003.464 3,651,208 3,449,249 3,950,507 3,892,024 4.302.842 4.244,145 4.067,547 4,006,994 4,395,045 3,102,804 3,515,152 46,580,982		****								6,253	6,994	5,232	4,769	76,756
			3,651,208					4,244,145	4.067,547	4,006,994	4,395,045	3,102,804		46,580,982
		1	.,			582	661			641				607

CONDENSED INCOME SUMMARY	JAN	FEB	MARKE	APR :	MAY	JUNE	JULY	AUG	SEPT	COCT	SENOV SE	WADEC A	MANNUAL
GROSS SALES		2,873,520										- Danie - Calcar	8.945.473
SALES DEDUCTIONS	(35,360)	(48,961)	(51,704)										(136,025)
NET SALES	3,172,682	2,824,558	2,812,207								_		8.809,447
COST OF PRODUCT SOLD	1,844,959	1,657,129	1,626,611										5,128,698
PRODUCT MARGIN	1,327,723	1,167,430	1,185,597									-	3,680,749
PROD MARGIN PERCENT	41.8%	41.3%	42.2%										41.8%
OTHER COST OF SALES	696,517	671,681	648,206			-							2,016,404
TOTAL COST OF SALES	2,541,475	2,328,809	2,274,817										7,145,101
GROSS PROFIT	631,207	495,749	537,390										1,664,346
GROSS PROFIT PERCENT	19.9%	17.6%	19.1%										18.9%
SALES & ADMIN EXPENSE	618,207	558,937	455,643										1,632,786
OPERATING PROFIT	13,000	(63,188)	81,748										31,560
INTEREST EXPENSE	51,657	50,636	54,037										156,330
OTHER (INCOME) / EXPENSE	(69,939)	(3,578)	25,280										(48,237)
PROFIT BEFORE TAX	31,282	(110.245)	2,430										(76,533)
PERCENT TO NET SALES	1.0%	-3.9%	0.1%									.,	-0.9%
LABOR AND PRODUCTION STATIS	STICSSECT	HE SPECIAL STREET	(C) 27 + 5 Y + 2	可能的现代	SOUR PARTY.	E POSTA	经的基础的	COMPANIES.	STATE OF STREET	ter outer	TIME TO SE		No.
WORK DAYS	21	_20	20										61
WAREHOUSE EMPLOYEES	84	81	78										81
OFFICE EMPLOYEES	67	68	66										67
OUTSIDE SALES EMPLOYEES	11	11	12										11
OFFICE EMPLOYEES (CORP.)	10	10	10										10
TOTAL POPULATION	172	170	166						_				169
TOTAL HOURS WORKED-HRLY	12,995	10,785	10,393										34,172
OVERTIME HRS WORKED-HRLY	855	379	494_										1,728
POUNDS SHIPPED	1,329,987	1,208,561	1,207,625										3,746,173
POUNDS SHIPPED/HOUR WKD	102.3	112.1	116.2										109.6
POUNDS SHIPPED / WORKDAY	63,333	60,428	60,381										61,413
AVERAGE SALES / WORKDAY	151,080	141,228	140,610										144,417
AVG PROD MARGIN/WORKDAY	63,225	58,371	59,280										60,340
AVERAGE SALES / EMPLOYEE	18;446	16,615	16,941										52,024
AVG PROD MARGIN/EMPLOYEE	7,719	6,867	7,142										21,737
AVG SELLING PRICE / POUND	2.385	2.337	2.329										2.352
AVERAGE COST/POUND	1.522	1.544	1.541	***									1.535
SELLING PRICE MINUS COST	0.863	0.794	0.788										0.816
AVERAGE S.T. HOURLY RATE	11.605	11,462	11.511										11.527
NEW ORDERS BOOKED	499245		er and the factor of the facto	Chesing and			PROFESSION	LA CONTRACTOR OF THE CONTRACTO	DE YARREN	STATE CARE			
INCOMING ORDERS	5,851	5,432	5,409										16.692
INCOMING ORDERS - VALUE	3,541,463	2,986,191	2,570,789								. 1		9,098,444
AVERAGE ORDER VALUE	605	550	475										545

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